

NeedpeDIA

Year in Review

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One Mission. One Team. One Agency.
Committed to Excellence in Defense of the Nation

This briefing is classified UNCLASSIFIED



NeedipeDIA - One Year Ago

Announced as a vision for agile acquisition at the inaugural DIA Innovation Day, 27 June 2013

Goals:

- Streamline acquisition without sacrificing transparency, efficiency, accessibility, and auditability
- Create a pathway for good ideas, even those we didn't know to ask for – or think we have resources to enact
- Reduce acquisition “ask” process by 6-9 months for certain needs
- Reach non-traditional providers



NeedipeDIA - Progress Since Last Year

UNCLASSIFIED

DIA Innovation BAA and Unclassified
NeedipeDIA released 27 November 2013

www.dia.mil/Business/NeedipeDIA

- Included 17 needs (12 “trunk” + 5 “leaf” needs)
- Additional needs added periodically

Classified NeedipeDIA released 23 May 2014

- Accessible via ACE, ARC, and JWICS
- Includes additional classified needs

Sensitive But Unclassified (SBU) NeedipeDIA to
be released this fall via Open Innovation
Gateway



NeedipeDIA - Your Input

Have received 240 white papers to date

From 133 vendors (~80% non-traditional)

50 have proceeded for deeper review (oral presentation, proposal submission)

First contract awarded last week



NeedipeDIA - Challenges

We've not met our desired response times

- We appreciate your patience as we work out the kinks!

Uncertainty and austerity has impacted our pool of resources to explore new approaches

- We are able to “plan for unplanned” opportunities for 2015

Limited ability to express needs with sensitivity

- Established classified NeedipeDIA, SBU this fall

“Piloting” a challenge to existing FAR
guidelines



NeedipeDIA - Advice to Submitters

Mission Relevance Review is most important

- Speak to the mission impact. No jargon or technobabble!

Do your homework! Pick the right need!

- If you pick the wrong need, you get the wrong reviewer

Don't boil the ocean

- Innovation BAA designed for quick pilots, bite size chunks, new models
- Short term and ready for mission – not for basic research

Not just technologies- also tradecraft,

QUESTIONS?

Email us:

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Visit us:

<http://www.dia.mil/Innovation>

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